A6376-1

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448
Fax: (904) 249-0459

FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY
MAY SALES DIP 6.9%

The Metal Treating Industry registered sales of $46.8 million in May. This compares to $50.3 million in May 1990. This marks the seventh month in a row that monthly sales have been below the previous year.

For the first five months of 1991 billings totaled $227.3 million, down 4.8% from the same period in 1990 when billings reached $238.7 million.

Only one MTI District topped May 1990 sales. Three Districts outpaced their 1990 year-to-date total.

A summary of percentage change by geographic regions follows:

	District	May 91 vs. May 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	- 0.7	4.0
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.5	1.9
3	South Central (W.PA-OH-IN-KY)	-10.8	- 5.7
4	Michigan	-17.1	-17.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	5.9	- 2.8
6	North Central (IL-WI-MN-MO-IA)	- 7.9	- 5.5
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.1	1.9
8	Southwest (TX-OK-AR-CO-LA-UT)	- 1.1	- 1.3
9	Canada	-14.2	- 9.6

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

MAY, 1991

BILLINGS FOR MONTH

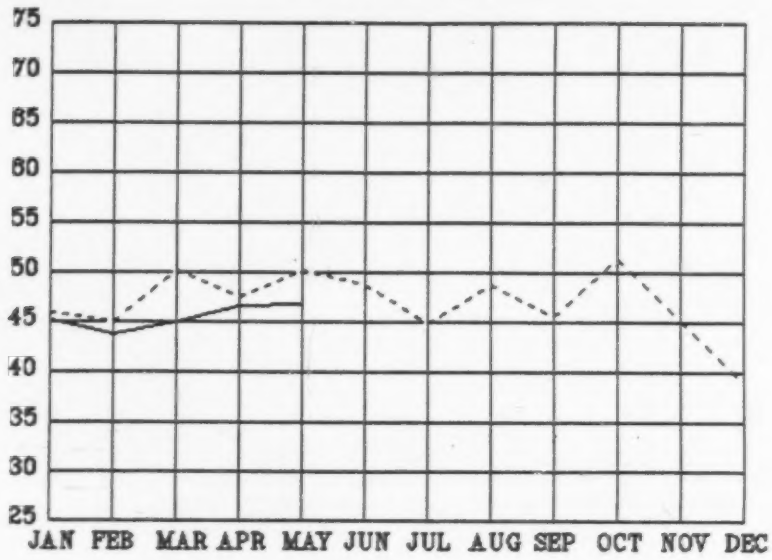
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	50265.1	46793.8	- 6.9	100.0	100.0
Dist. 1	14	2969.1	2948.7	- 0.7	5.9	6.3
Dist. 2	27	4882.1	4856.8	- 0.5	9.7	10.4
Dist. 3	42	9046.4	8071.1	-10.8	18.0	17.2
Dist. 4	25	7028.3	5827.6	-17.1	14.0	12.5
Dist. 5	18	2671.6	2829.3	5.9	5.3	6.0
Dist. 6	33	9727.0	8962.1	- 7.9	19.4	19.2
Dist. 7	23	6365.4	6358.9	- 0.1	12.7	13.6
Dist. 8	17	3376.3	3338.4	- 1.1	6.7	7.1
Dist. 9	14	4198.9	3600.7	-14.2	8.4	7.7
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	238654.1	227256.9	- 4.8	100.0	100.0
Dist. 1	14132.6	14696.3	4.0	5.9	6.5
Dist. 2	22513.7	22938.9	1.9	9.4	10.1
Dist. 3	42656.1	40239.4	- 5.7	17.9	17.7
Dist. 4	32133.1	26617.5	-17.2	13.5	11.7
Dist. 5	13455.0	13073.9	- 2.8	5.6	5.8
Dist. 6	47044.7	44459.4	- 5.5	19.7	19.6
Dist. 7	31094.0	31686.3	1.9	13.0	13.9
Dist. 8	16161.5	15956.6	- 1.3	6.8	7.0
Dist. 9	19463.5	17588.5	- 9.6	8.2	7.7

MILLIONS

NATIONAL BILLINGS



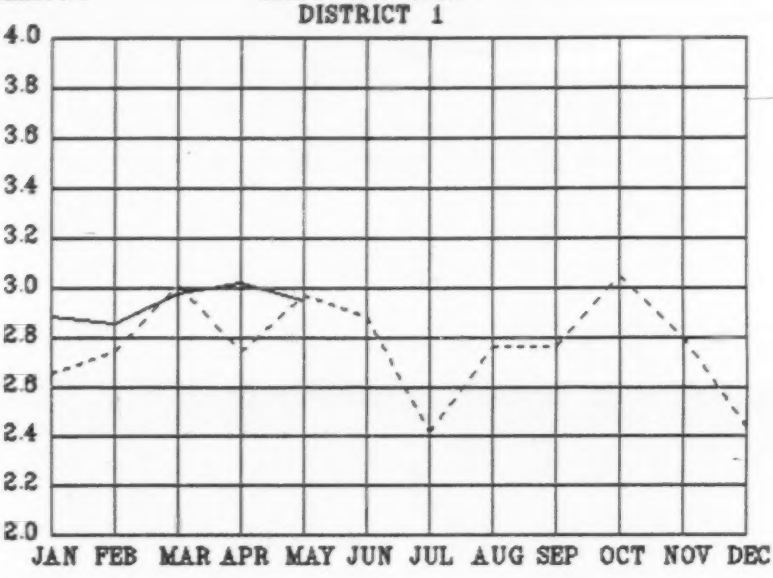
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.5	-2.5	-10.3	-1.9	-6.9							
% Change	Cumulative	-1.5	-2.0	- 5.0	-4.2	-4.8							

MILLIONS

MASS.-R.I.-CONN.
DISTRICT 1



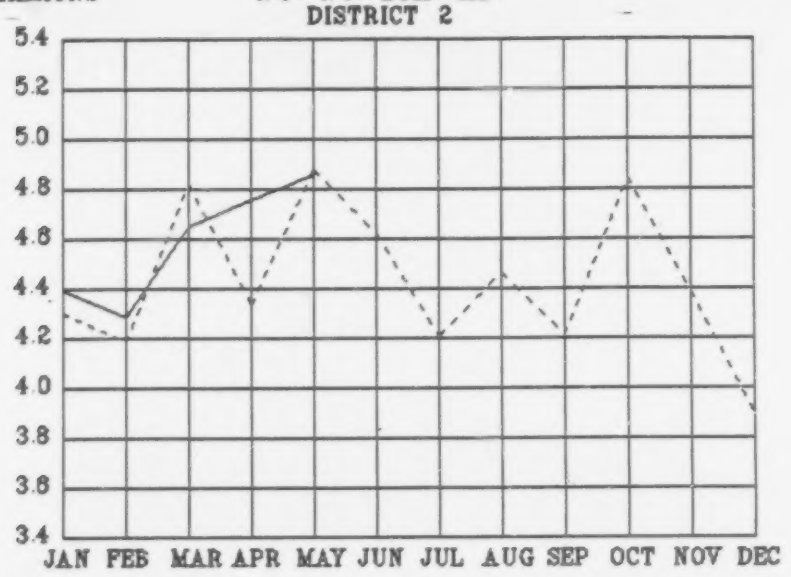
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.6	4.2	-1.3	10.2	-0.7							
% Change	Cumulative	8.6	6.4	3.6	5.2	4.0							

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



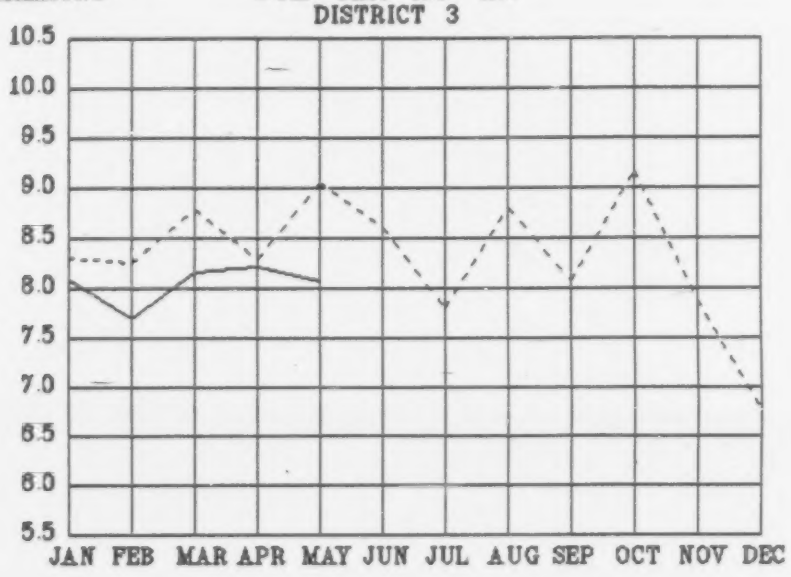
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.2	2.4	-3.5	9.8	-0.5							
% Change	Cumulative	2.2	2.3	0.2	2.6	1.9							

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



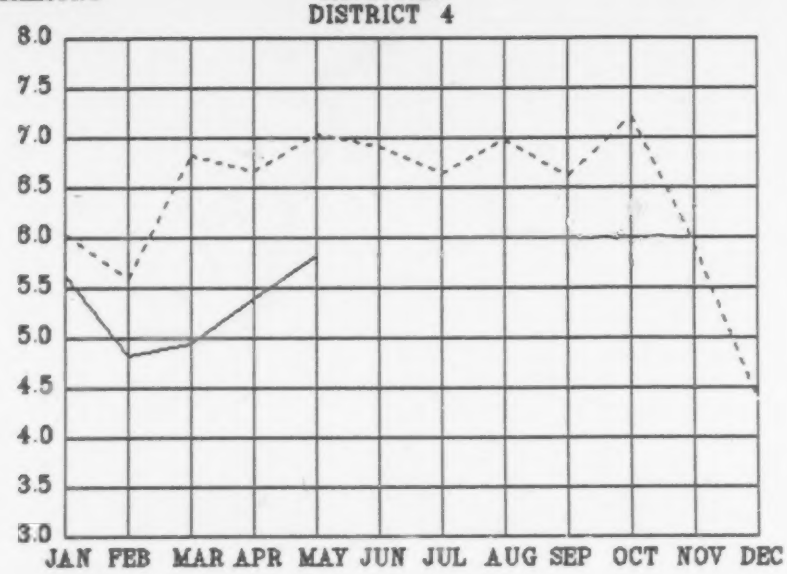
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.6	-6.5	-7.0	-0.9	-10.8							
% Change	Cumulative	-2.6	-4.5	-5.4	-4.3	- 5.7							

MILLIONS

MICHIGAN
DISTRICT 4



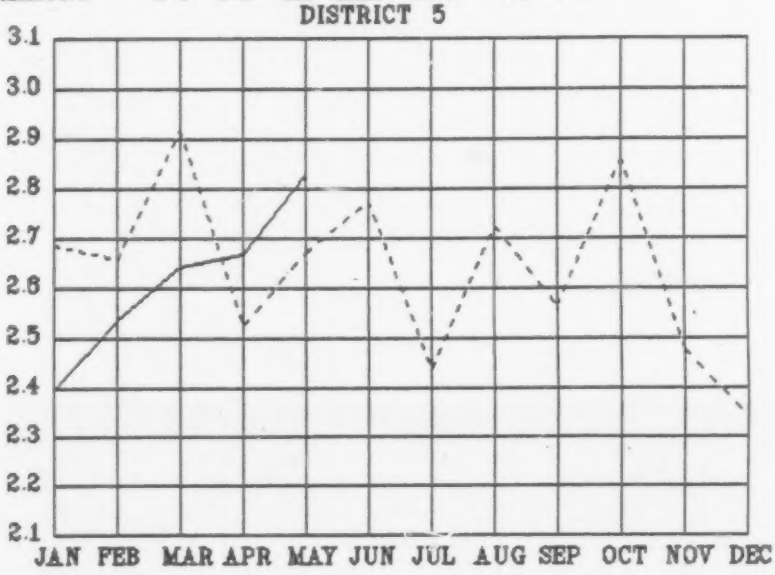
1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1							
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2							

MILLIONS

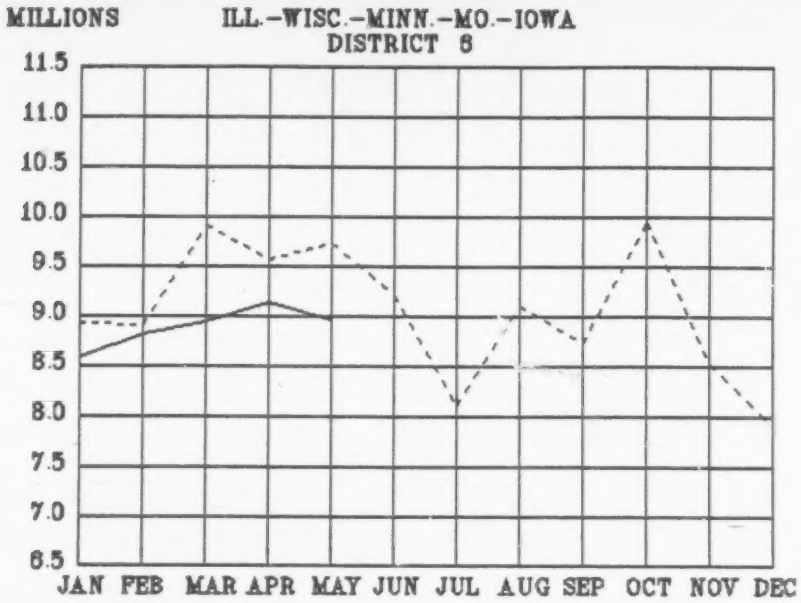
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



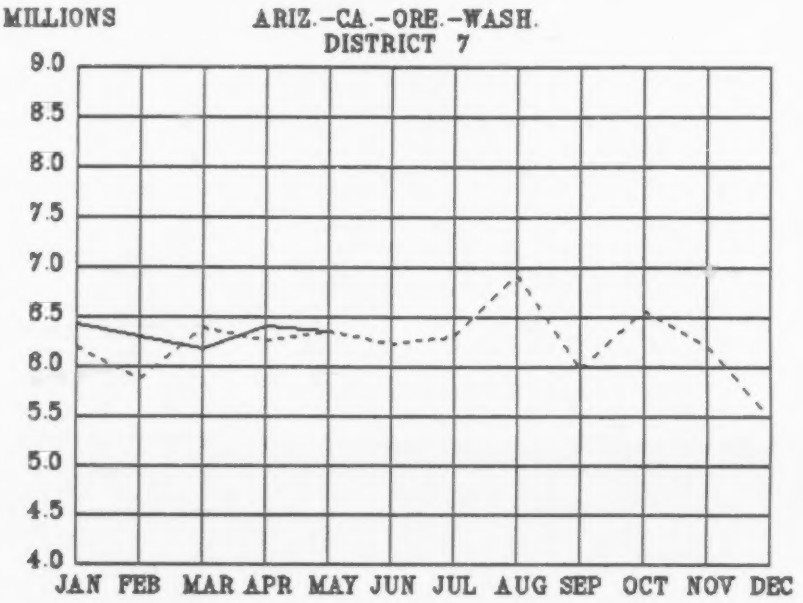
1990 - - - -

1991 ———

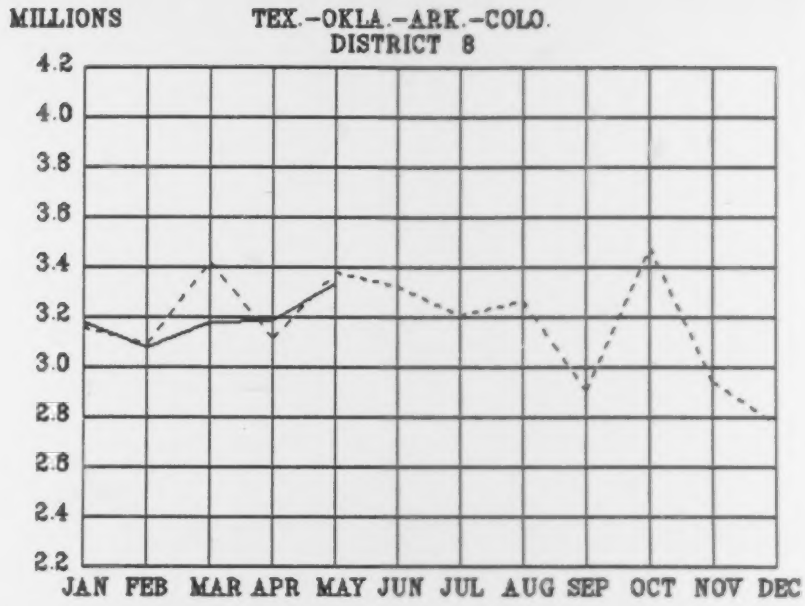
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9							
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8							



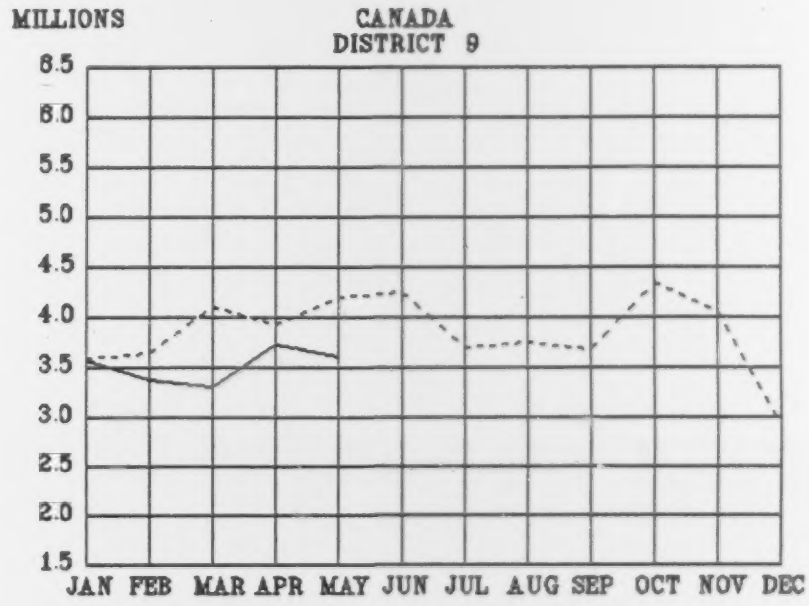
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0	-8.7	-4.5	-7.9							
% Change	Cumulative	-3.8	-2.4	-5.0	-4.9	-5.5							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	7.5	-3.5	2.4	-0.1							
% Change	Cumulative	3.7	5.5	2.4	2.4	1.9							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5	-7.0	2.2	-1.1							
% Change	Cumulative	0.6	0.1	-2.4	-1.3	-1.3							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3	-19.4	-5.1	-14.2							
% Change	Cumulative	-0.4	-3.9	- 9.5	-8.4	- 9.6							